

# **Relevant Excerpts from Exhibit 11677**

## Date Planner

Black n' Red

For noting key dates for meetings, exhibitions, holidays, birthdays and special occasions

January	February	March	April	May	June	July	August	September	October	November	December
1	3	1	1	1	1	1	1	11	1	1	1
2	2	2	2	2	2	2	2	2	2	2	2
3	3	3	3	3	3	3	3	3	3	3	3
4	4	4	4	4	4	4	4	4	4	4	4
5	5	5	5	5	5	5	5	5	5	5	5
6	6	6	6	6	6	6	6	6	6	6	6
7	7	7	7	7	7	7	7	7	7	7	7
8	8	8	8	8	8	8	8	8	8	8	8
9	9	9	9	9	9	9	9	9	9	9	9
10	10	10	10	10	10	10	10	10	10	10	10
11	11	11	11	11	11	11	11	11	11	11	11
12	12	12	12	12	12	12	12	12	12	12	12
13	13	13	13	13	13	13	13	13	13	13	13
14	14	14	14	14	14	14	14	14	14	14	14
15	15	15	15	15	15	15	15	15	15	15	15
16	16	16	16	16	16	16	16	16	16	16	16
17	17	17	17	17	17	17	17	17	17	17	17
18	18	18	18	18	18	18	18	18	18	18	18
19	19	19	19	19	19	19	19	19	19	19	19
20	20	20	20	20	20	20	20	20	20	20	20
21	21	21	21	21	21	21	21	21	21	21	21
22	22	22	22	22	22	22	22	22	22	22	22
23	23	23	23	23	23	23	23	23	23	23	23
24	24	24	24	24	24	24	24	24	24	24	24
25	25	25	25	25	25	25	25	25	25	25	25
26	26	26	26	26	26	26	26	26	26	26	26
27	27	27	27	27	27	27	27	27	27	27	27
28	28	28	28	28	28	28	28	28	28	28	28
29	29	29	29	29	29	29	29	29	29	29	29
30	30	30	30	30	30	30	30	30	30	30	30
31	31	31	31	31	31	31	31	31	31	31	31

## 2009

January	February	March
M 5 12 19 26	2 9 16 23	2 9 16 23 30
T 6 13 20 27	3 10 17 24 31	
W 7 14 21 28	4 11 18 25	4 11 18 25
T 1 8 15 22 29	5 12 19 26	5 12 19 26
F 2 9 16 23 30	6 13 20 27	6 13 20 27
S 3 10 17 24 31	7 14 21 28	7 14 21 28
S 4 11 18 25	1 8 15 22 29	1 8 15 22 29

## April

May	June
4 11 18 25	1 8 15 22 29
5 12 19 26	2 9 16 23 30
6 13 20 27	3 10 17 24
7 14 21 28	4 11 18 25
8 15 22 29	5 12 19 26

## July

August	September
3 10 17 24 31	7 14 21 28
4 11 18 25	1 8 15 22 29
5 12 19 26	2 9 16 23 30
6 13 20 27	3 10 17 24
7 14 21 28	4 11 18 25

## October

November	December
2 9 16 23 30	7 14 21 28
3 10 17 24	1 8 15 22 29
4 11 18 25	2 9 16 23 30
5 12 19 26	3 10 17 24
6 13 20 27	4 11 18 25

## 2010

January	February	March
M 4 11 18 25	1 8 15 22	1 8 15 22 28
T 5 12 19 26	2 9 16 23	2 9 16 23 30
W 6 13 20 27	3 10 17 24	3 10 17 24
T 7 14 21 28	4 11 18 25	4 11 18 25
F 8 15 22 29	5 12 19 26	5 12 19 26
S 9 16 23 30	6 13 20 27	6 13 20 27
S 10 17 24 31	7 14 21 28	7 14 21 28

## April

May	June
4 11 18 25	1 8 15 22 29
5 12 19 26	2 9 16 23 30
6 13 20 27	3 10 17 24
7 14 21 28	4 11 18 25
8 15 22 29	5 12 19 26

## July

August	September
1 8 15 22 29	5 12 19 26
2 9 16 23 30	6 13 20 27
3 10 17 24	7 14 21 28
4 11 18 25	8 15 22 29
5 12 19 26	9 16 23 30

## October

November	December
2 9 16 23 30	7 14 21 28
3 10 17 24	1 8 15 22 29
4 11 18 25	2 9 16 23 30
5 12 19 26	3 10 17 24
6 13 20 27	4 11 18 25

## 2011

January	February	March
M 3 10 17 24 31	7 14 21 28	7 14 21 28
T 4 11 18 25	1 8 15 22 29	1 8 15 22 29
W 5 12 19 26	2 9 16 23 30	2 9 16 23 30
T 6 13 20 27	3 10 17 24	3 10 17 24
F 7 14 21 28	4 11 18 25	4 11 18 25
S 8 15 22 29	5 12 19 26	5 12 19 26
S 9 16 23 30	6 13 20 27	6 13 20 27
S 10 17 24 31	7 14 21 28	7 14 21 28

## April

May	June
2 9 16 23 30	7 14 21 28
3 10 17 24 31	8 15 22 29
4 11 18 25	9 16 23 30
5 12 19 26	10 17 24 31
6 13 20 27	11 18 25

## July

August	September
1 8 15 22 29	5 12 19 26
2 9 16 23 30	6 13 20 27
3 10 17 24 31	7 14 21 28
4 11 18 25	8 15 22 29
5 12 19 26	9 16 23 30

## October

November	December
2 9 16 23 30	7 14 21 28
3 10 17 24 31	8 15 22 29
4 11 18 25	9 16 23 30
5 12 19 26	10 17 24 31
6 13 20 27	11 18 25

JAC25 Mar 2010

- LICENCE REDUCED  $\$21m \rightarrow \$20m$
- PGW MS / MONTH REDUCED FROM  $0.00026 \rightarrow 0.000194$
- PGW MS / ANNUAL  $0.00312 \rightarrow 0.002328$  25% REDUCED
- PAYMENT TERMS

	<u>Days</u>
4,700,000	30
2,000,000	90
2,600,000	180
2,700,000	270
2,700,000	360
2,200,000	720
<u>2,600,000</u>	<u>1080</u>
<u><u><math>\\$20,000,000</math></u></u>	

- SAVES  $\$9.4m$  ON DCF (10%)
- SAVES  $\$20.8m$  UNDISCOUNTED

PRESENTED ON 28/3 VAR

6.7m 2.7m  
17.0m 3.8mBAV.

COTERI - POSTE }  
 HUSMAN - ATTORNEY } MET ON FRIDAY.

- POSTE & BAV HAVE SIGNED LOI - Go Day EXCLUSIVITY.

- FURTHER MEETINGS TODAY.

- Tomorrow 1PM - EULA SIGNED.

- PAYMENT TERMS : € 1.2 EMISSIONS PER  $\$0.4 / \text{annum}$

$\$22.8m$   $\$17.3m$ , 90 days

$\$23m$   $\$3m$ , 180 days

$\$1.8m$ , 360 days

€22.3m H/W Docentes, scores

(4.0m) Docentes, scores, scores

$$\text{€18.3m} \div 1.15 = \boxed{\text{€15.91m.}}$$

4.2m

CASH - SHORT ABOUT 8.1m.

- JPMC - DEAD AT A DOPO.

- CASH UPFRONT

- NUMBERS / EVIDENCE

- PAY 10% UPFRONT.

8.1m UPFRONT.

CARNAVAL / MCGLOTHIN - SCHEDULE FOR SH / SC

CARNIVAL - UPSIDE

- BARCLAYS.

BofA - 49.5m.

- PREVIOUSLY FINANCED.

- Hosted, Services, 6.1m.

89.919

- ML IRS

~ 160

INCLUDES ABOVE

- IN 57.94 ??

→ NEED TO HIT 8.0m.

- UPSIDE IN ML STUFF

- GET ALAN R TO SQUEEZE THEM

- 80m - 82m

SAV/ROSTE  
 Schenck  
 MOLCADER  
 PUI  
ELI LILLY  
 Bof A  
CARNIVAL  
 VISA

} HUTCHINSON  
 }  
 } MOOREY  
 }  
 } HOGENSEN

Q1 2010 REVENUE

Revenues

Total DE

DISCOVER TECH - CITI \$5.5M - 20% up front, 30% ~~N20~~, 50% N180  
 " - PUI \$4.2M - 25% up front, balance N180

CAPAX - FSA \$4.3M - payment over several years 19.4 6.8

MICROTECH - VATICAN \$11.0M - N180 13.5 -

- CREDITED DEALS

ENERGY SOLUTIONS - \$1.2M - payment over several years

CARNIVAL - \$1.3M - 33% up front, 33% N180, 33% N540

SKILLBANK - \$2.7M - 25% N20, 33% N265

MERCANCES - \$1.5M - 50% N20, 50% N285

FLEETEK - \$8.5M

WAREHOUSE

INTERTECH - \$150K 6.2 6.0

① \$ 194.8 m  
(1.0)  
(1.0)

192.8 m

DS adj factors

194.0

- 1) Revenue *SARNET, HIGHLIGHTS, KRON, DEBTITE*
- 2) EPS
- 3) DSO's
- 4) Deferred revenue
- 5) Cash conversion

② MICROTECH - unconditional B's

SH paper

- MORGAN STANLEY, MANULIFE, ASSURON, CENTURY LINK,
- 4 DEALS TAKEN IN Q4 - PAYMENT UP TO DATE
- BAV

CAPAX - EU LILY - ~~31<sup>st</sup> MARCH~~ - OVERDUE  
- STAY FOR EU LILY.  
- FSA

Discover Tech - Proof of delivery (PMJ)

③ BAV

€23m

€21.8m - SH, H/W and maintenance  
- review costs

€16.5m / \$22m - SH ONLY (LICENCE)

50% - MICROTECH - \$11m

- B.E.E TEAM SPA - €7m

FSA / HARDWARE

Rober P+L

~~194.0~~ 194.0 Revenue

Costs

$\{ 112.4$   
14.7 Amort  
2.0  $\rightarrow 129.1$

81.6 Op. profit

(1.0) Interest

80.6 PBT (adjusted)

(23.4) TAX

~~285.600~~

67.2

23.5 GPS

248.4 Share option.

REVENUE UPSIDE

1) b.e.e Team SVA

Estm 8 - 8M

2) SAFERET ~~\$3m~~ - compliance

3) Kwon ~~\$200k~~

4) ecy ~~\$112k~~

HOSTING

NS - \$0.00312 / MB / ANNUAL  
 JPNC-WAN - \$0.00238 / MB / ANNUAL  
 SofA - \$0.008 / MB / ANNUAL  
 IBM-JPNC - \$0.011238 / MB / ANNUAL.  
 IBM - NETLIFE - \$0.0246 / MB / ANNUAL.  
 DS - \$0.0072 / MB / ANNUAL.

DIGITAL SAFE ADJUSTMENT.DEBTORS EXCUSE:

Audited	\$ 1,065,960	( STANDARD ASSESS )
firewme	\$ 295,000	
IDN	\$ 2,431,250	
TELENETICA	\$ 3,450,740	
Digital Data	\$ 225,000	

INC / INCTY.

CREDIT MINT.

	<u>\$ 000</u>	<u>RGV</u>	<u>GRTS</u>
INC - COMMISSIONS	233	233	
INC - FUOTEK RGRNCE			
IWOR US - RGRNVE	111	111	
IWOR US - RGRNVE	130	130	
ETALK - COGS (138); O&G (18)	156	156	
INOV KONTAKTE	176	176	
INOV MARKETING	101	101	
INOV TRAVEL	18	18	
INOV BAD DEBT	118	118	

114 e-mail } (413)

REVENUE - As of 9<sup>th</sup> APRIL

194,471

ELIMINATE - BEE TEAM

(6,817)

ADJ - CMAX

P 4,286

ADD - Porte (€261K)

359

ADD - SAFENESS

1,000

ADD - INVOV. SUNDAY

111

193,410

- TAX

- ~~DEBT~~ ENCLIQUE COSTS

- BS ITEMS.

GDS.

IARS - BASIC

NET PROFIT

# SHARES

- ADJUSTED

NET PROFIT + INVEST. CON.# SHARES + (EX. DILUTION) CONCET  
+ OPTIONS

ADJ - BASIC

NET PROFIT (ADJ)# SHARES

- ADJUSTED

NET PROFIT (ADJ)# SHARES + OPTIONS +  
EX. DILUTION ??

	TRADE	OTHER	DEFECT
	DEBTORS	DEBTORS	REVENUE
CURRENT DEBT	226,265	53,947	170,872

ML ADJUSTMENT

AUDIT - 0's ITEMS.

- TELEMATICA - Confirm, JCEL FOLLOWING UP 3<sup>rd</sup> PARTY
- INTEGRACION - Confirm 0's, JCEL CHASING CASH
- ALLOTECH -
- DISCOTECHEM { Confirm in, NEED FINANCIALS
- MICROTECH
- IRS - CONTRACT
- ZANTAZ DIGITAL SAFE - \$4M
- SALES CONSULTING SRL { \$2.5M (SL4 2009 ADJ ROLL-FORWARD)
- INTEGRACION DE NEGOCIOS { ROLL-FORWARD UNTIL CASH COLLECTED
- ALLOTECH

KEY 0's.

- FINANCIALS
  - CAPAX - JOHN BAIOCCHI
  - MICROTECH - THOMAS ESTERICK
  - DISCOTECHEM
- IRS - REVIEW CONTRACT
- MORGAN STANLEY - H/W COST
  - SE / SH - NEED TO DISCUSS,
- \$2 MILLION - ALLOTECH
- VIDENT SW - RECHARGE OF SW. - SE / SH / PM.
- ZANTAZ DR RELEASE

ARR 19TH

MILITARY INVENTORY.

- PROVIDE LIST - ROTTED HISTORY.
- STAFFER / JOHN - RETRIEVE \$
- SMC
- US DOD - PROVIDE DETAILS

	CLOSED	BALANCE
CIPM	\$ 107,730	107,730
VACO	\$ 271,000	271,000
AMERIPRIZE	\$ 2,571,000	(\$ 2,571,000)
VICPAC	\$ 67,500	67,500
USPS	\$ 89,292	89,292
→ US Gov	\$ 5,000,000	5,000,000
DOD-CF	\$ 1,380,716	1,380,716
✓ DISBURSE	\$ 2,300,000	2,300,000
	<hr/>	<hr/>
	\$ 11,787,258	9,216,258

EXPIRED OF CIA DEAL. STILL  
LIVE. AT SAME POINT WILL SELL.  
SIXTY-CHIWA -

TAX ISSUES.

## 1) 5382

- COMMUNICATE TO MARKET.
- FORECAST.
- VARIOUS LOSSES -
- NEED TO REACH CONCLUSION.

(S)

## 2) TRANSFER PRICING.

- > \$200M  $\Rightarrow$  US  $\Rightarrow$  UK.
- DOCUMENTATION - NEED TO ADDRESS.
- 1-2 MONTHS
- IRS DEAL - RAISES PROFILE

- ACTION &amp; IMPLEMENT

(SC)

3) US FINANCING.

- \$3.2M - TOWER II
- ASSETS - VALUATION & BANZAI.
- DETAILED PLAN
- ARBITRARY CLEARANCE
- WITHHOLDING TAX - TREATY CLEARANCE.

SC

4) CONCETIBLE

- ACCOUNTING
- AIC'

5) R&D

- SUPPORT FOR UPLIFT.

6) STATE TAXES

- REVIEW WHETHER AVERAGE IS 5%.

7) US TAX PROSPECTS

SC

8) PROVISIONS.

- SPECIFIC PROVISION - TP 2007
- MAKE SOME "BUFFER"
- 25% TAX RATE UN
- INEVITABLE CHALLENGE - IRS REVIEW.

SC

9) FEES - \$33K & 822

- INVOICE APPROVAL

- AUXILIUM
- STATE CONSULTING LLC

} ASSESSMENTS WE GET NOSE INFORMATION.

- COES  $\Rightarrow$  - STILL AN ISSUE WITH MOVING ANYTHING TO SEM.
  - WILL BE IN AUDIT COMMITTEE PACK.

- AUTOMATE - CHASE SCOTT BARRETT

- INVENTORY - 19<sup>th</sup> APRIL - P&D

- IN TRANSIT

- HDS / DELL

} CANTHIA

- DEBTORS / EGENUE CONFIRMS.

#### AUDIT OUTSTANDING.

1) INVENTORY - NEED SUPPORT

2) P&D - MICROTECH (BAV)

3) AUXILIUM / COMPUTER TRADING

4) SHI

JONATHAN BROWNSTEIN - PARTNER @ BIRMINGHAM

- ~~Board of Directors in Cambridge~~

SUSAN - JONATHAN BROWNSTEIN

- FRANK KELLY.

} THURS AM.

- 11:00AM

- 2 NEW STREET SQUARE.

- DISCUSSED AT ~~board~~ MEETING IN CHICAGO

1) RAML

2) AREAS OF HELP

3) UPDATE ON LOAN CAPITAL MARKETS.

- SWITZERLAND

- SMALL "Poc"

- SET UP BANK GROUPS.

- ~~DO~~ HAVE FACILITY THAT CAN BE LEVERAGED.

- WORKS WITH BARCLAYS.

B of A

CALS cannot include the following:

- H/W \*
- Headcount - 6 people - fully loaded \$130,000
- Power, cooling, rent \*

} \$1.38m / annum.

With NO CALS DATA, - RELATIVE TO AGENCY.

- \$23.8m NPV over 5 years

With CALS

- \$29.7m NPV over 5 years.

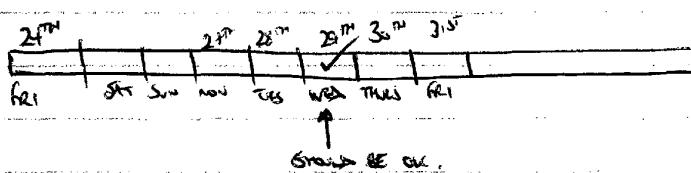
\$6m increase

RBS - INVOICE DISCOUNTING

- Board resolution.

- RBC - follow up with AR

④



Box A.

- W/M CARS (\$10m)

- NPV - ATTN Profit \$ 10.7m

W/M CARS (\$5m)

\$ 10.9m

greenway " " ? ~~lose~~ \$ 6.2m

- W/Mart CARS

- NPV - ATTN Profit \$ 16.9m

TAX MATTERS.

- SAO

- iXBRL - F1 2010 cons and Financial Statements

- R+D costs - should not be capitalized expenses

- PROJECT ISLAND

- LEGAL classification on taxes working

- CAPITAL ALLOWANCES.

Password for MM sheet = BofA-MDM

BofA:

- CURRENT LICENSES & MAINTENANCE - FRONT SHEET. (OVERVIEW)
- CARS - EXISTING COST STRUCTURE
- X PCE ANNUAL.
- NO ASSUMPTIONS FOR GROWTH.
- ASSUME LIVE DATA ON ML/CARS OF 2.5% / MONTH.
- VALUES ON LEGACY BA - GROWTH HC PCE MONEY.
- ANALYSIS P&L.

- ANDY MULLEN - CIO (legacy ML)
- HALLY DENSMORE - products life cycle.
- ROB SMITH - supply chain mgt
- VINCE - manage regulatory technologies
- BRIAN SMITH - product owner
- ERIC YOUNG
- TAN MANGELLI
- ROSEMARY ARCHIE - West Coast (Finance)

- ROB SMITH  
- NICOLE STRØMSENSEN }  
} EXEC LEVEL.

### Supply chain concerns.

- IP
- COMPLIANCE / LEGAL
- 2010 v 2011 ?
- KEY STAKEHOLDERS OFFLINE SHORTLY

- look forward to 1 JAN 2011

### more background

#### CURRENT RELATIONSHIP:

- about 200K active 50M , storage.
- ~~HOSTING~~ HOSTING REVENUES
- MAINTENANCE REVENUES
- WCM - SERVER BASED.
- OPTINOPT SERVICES.

#### ANNUAL MAINTENANCE \$3.6M.

- HAVING - 100 million messages / month
- 7.5TB / MONTH - CARS
- 6.0TB / MONTH - BA
- 20% GROWTH
- # OF USERS , MESSAGES / MONTH.

- migration of DATA

- zip up files

- NEED TO INDIVIDUALLY EXTRACT.

- iron mountain

- 75 to 100TB of DATA.

- 60TB

- HIGHEST Priority

- Don't want to review

- CANC / CRM

- 25TB, 250TB

- CARS / Trees

MODEL ASSUMPTIONS

IRON MOUNTAIN

- 90 DAYS NOTICE
- JUNE 26, 2011
- VOLUMES WILL TAKE LONGER
- LEGACY DATA ON DISK.

- LAYER IN DEDUP FACTOR

- 10-20%

TIMEFRAMES

- NEEDS TO BE DONE BY 2011

CAR  
~~conversion~~ - RUN FOR WHILE.

- READY FOR CONVERSION IN 2012.
- 5% OF TOTAL VOLUME IN 2011

- MODEL SOMETHING IN Q4 2010

LIVESTREAM DATA - JUNE 2011

LEGACY DATA

- MAY NEED TO COME STRAIGHT OFF PLATTER
- OPTICAL DISK IS AN OPTION.

CAMM  200  
(2008) - EMC STORAGE - LEASED.

- mid next year
- 130TB DS
- CENTRA FRAME - LIFT AND MOVE
- 3 STATIC, 1 LIVE

5 YEAR SPEND

- MB's UNDER HOSTING
- S4M STREAM

→

- NET NEW LICENCE
- LOWER MAINTENANCE RATES
- LOWER HOSTING RATES
- KEEP WCM AT
- BIGGE DISCOUNT

- MODEL IN CAR'S SERVICE PAYMENT.

~~Model~~

- ALL DATA BEING ~~MIGRATED~~ <sup>DELIVERED</sup> INTO DIGITAL SAFE
- AUTN WOULD PAY FOR SERVICE
- SION FEE - PAID OVER PERIOD OF SERVICE.
- NO LONGER GET LEGACY PAYMENTS.
- INCENTIVISE ML TO DO DATA TRANSFER
- NEED TO MIGRATE DATA IN 2011
- CHARGE ONCE IT IS IN SAFE
- △ BETWEEN MS ON SITE TO MS IN SAFE
- FIXED BID WITH MILESTONES
- NEED TO MODEL IRON MOUNTAIN, TUMBLEWEED COSTS
- COST REDUCTION, RISK REDUCTION.
- COST OF MIGRATION - NO ONE TIME EXPENSE HIT
- REVENUE OR COST TO BAML?

MODEL CHARTER

1) SETUP - 15% TO MODEL.

1,910,250  
per annum.

74.4%	2,652,540	NON - CLOS	744,000	9,551,249	NON - CLOS
25.6%	915,000		256,000	3,286,451	CLOS
	<u>3,827,540</u>		<u>1,000,000</u>		
54.8%	<u>12,833,700</u>	→	<u>5,000,000</u>	<u>12,337,700</u>	

19  
125

DB

Bob Dylan -

MCLENE JOHNSON - BUSINESS MET GROUP

DAN MANNERS

JODI HULSE - FINANCE (ANALYST) - UNHAPPY THAT LEGACY DATA IS IN THESE  
- CAN'T MAKE RECOMMENDATION.

- MODEL DATED 13<sup>th</sup> December.
- STAFFER SENT TO DAN  $\Rightarrow$  GOT TO RB  
 $\Rightarrow$  0.0064 TO 0.0055 / MS.
- ROBERT SENT TO THEM ALL THIS MORNING.

- 2018 LEGACY - ASSENTER - LEGACY DATA INGESTED IN 2019/10.
- DB INCLUDED A 5% REDUCTION IN VOLUMES

- DAN MANNERS - INCREASE VOLUMES.

SUSHMA DISCUSSIONO/S  
AMOUNT

## 1) RESELLER DEALS

• CARAX	- FSA	\$4.5M
	- AMGEN	\$4.5M
	- LILLY	\$2.7M
	- BAVL / DCO	\$4.1M
• microtrace	- BAN	\$11.5M
	- DOI	\$4.2M
	- CASH	(\$6.3M)
• HI-TEK	- VA	\$10.0M
• DISCOVERTECH	- BofA	\$7.3M
• ITALY	- SALES CONSULTING	\$2.4M
	- AXIUM	\$3.6M
	- LCD VERTICES	\$2.7M
on		
• REALIZE		\$2.0M

RESELLER. \$57.2M.

## 2) BARTER / SWAP Transactions

- HI-TEK
- VMS
- microtrace.

## 3) PEOPLE

- LISA
- GANESH
- CINDY

HARDWAREDEPLOD\$2,128Q4\$29,321.- DELIVERY TO CONTIN.\$31,500VMS.SPRNG\$5,000- FAIR VALUEHARDWARE\$6,000- DELIVERY DECHANGED \$2.5M, PURCHASED.\$11,000PURCHASED \$8,500- SERVICES, DATASERVICES / HOSTED / MANT.\$ 92.8M- RENEG. PROSPECTIVE BANTZ- BP - \$726K SERVICES- HOSTED / EDP- RENEG. MIGRATION WITH ALANAMBIEN\$6.0M.SEND CONTRACTPARTNERS.CAPX - BAML \$1.8M- DKO \$2.2MMICROTECH - DOI \$4.2MDISCOPTECH - BofA \$7.35MITALY.3 DOCUMENTS PROPOSED.S. AMERICA.CISEN \$1.0M.NOVATIS.\$3.0M.

BoF A.

LICENCE 19,500

EARLY PAYMENT DISCOUNT (500) FINANCING

DATA DELIVERY (2,000) COGS

VOLUME CREDIT (5,500)

ROI MARGIN (1,500)

HOSTING FEES 22,605

	2011	1,894	1,642
2012	3,884	3,366	
2013	5,010	4,342	
2014	5,609	4,861	
2015	6,208	5,380	
	<u>22,605</u>	<u>19,591</u>	

3,014,000

Previous Licenses.~~\$ 11,641,857~~~~\$ 19,500,000~~~~21,141,857~~ e 5% = \$ 1,557,073

PAMINE \$ 2,566,037 \$ 1,008,944

MATT:

- REVENUE REPORTS.

- CLOSED REPORTS

- MUST BE DELIVERED SOON DRY

- ~~LAST REPORT~~ CONTINGENCY PLANNING

- FOLLOW UP - eg SULLIVAN H/W.

- SULLIVAN

- LICENCE REPORTS.

- AMGEN

- \$615M OVER 5 YRS

- LAL

- \$2.5M IN TOTAL

M&A

HYLAND

- CV RL JAMES PROUDLOCK

T LEAF

WEBQUESTS

ACTION

SAFENET

EPIC

EMC - NO MOVEMENT

#### REVENUE REVIEW MEETING

• BANK OF AMERICA - \$2.5M

- 8A)

- EARLY PAYMENT - IMMEDIATE

- NETWORK OF RESELLERS

- RECEIVED ~~RE~~ CASH FROM RESELLERS

• DOT

• DKO

• ANGEN - Direct Deal

- \$25M CUMULATIVE REVENUE

- average \$10M / \$15M, REVENUE \$5.7M

• Direct (Buf A) - \$1.95M

• TICKT (KMG) - BIGGEST REVENUE OF MANAGER

- \$9-10M / ANNUM.

• CISCON (\$1M) - LATAM

PEPSICO - \$9m

NYSE - NEW YORK OF SPANISH WORDS

Fluor - \$1.4m

BNP - INVESTMENT BANK

GETIS

BOEING - 15 JAN 2011

DEUTSCHE

OFFICE DEUTSCHE

KANOS - LOOK AT HOLDING

Arnold - \$3.0m

Genesys - \$1.1m

PMI - \$1.0m

Angen

Cox

Bank of America

CANADA BROADCASTING

VMS - \$5.0m

- \$6.0m

S/W

LA

AT&T MOBILITY

AT&T ENTERTAINMENT \$ 1.2

STRATEGIC PARTNERSHIP - \$8.5m

REPEL'S PAGE

ADDITIONAL DATA

SOLD AS PART OF BEESE DEAL.

- EXECUTING FUTURE SALES

- MORE DIFFICULT TO TAKE LOSS

Costs.

Q3 125.5

Q4 133.5 (138.5)

DENTAL TREATMENT REQUESTED

~~DISCLOSURES~~

IFRS 8 - OPERATING SEGMENTS

IAS 36 - CGU's

TAX RATE - 24%

VACATION ACCRUAL

LEAD SCHEDULES

ITALY

LED VERTICES

AUXILIUM

SALES CONSULTING

MICROTECH

Phd \$63M.

ALLOCATED CASH OUTSTANDING - MICROTECH LIST.

PROVISION

~~ALLOCATED CASH~~

OTHER AREAS

- MICROLINK } - selling same stuff
- HARDWARE } - US defense requirements - not separate segment.
- DOCUMENTS } - paper
- NOVELTIES
- FAIR VALUE ON ML INSTANCES - still provisional - piggyback.
  - EXTERNAL VALUERS -
- CONTROLS

DOCS

PRESS RELEASE

STATS

AUDIT COMMITTEE

AUDIT

ML VALUATION:

O/S. LIST

2340

CASH

FSA - CLOSE

Q1

Geofast

Colleagues - Review

RESULTS

FX

£350,000

OPTIONS

-140,000

TAX

Provisions,

REVENUES

COMMISSIONS

- MURRAY

- PLANS

OPTIONS

2009 - £352,000

2010 - £448,000      £650,000

Q1 2011

- Cost forecast.
- Transfer pricing
- Commissions
- BE issue
- Hosted revenues
- PGO's
- CASH forecast
- Maintenance payments

COMMISSIONS

Power  $\Rightarrow$  Gamma

Power/  $\Rightarrow$  JP, also gets Italy.

Power

COLLECTIVE TAX PLANNING:

DEBBIE COLEMAN

PERTEL

- JOINED KPMG LAST YEAR
- ROUND UP PLANNING TEAM
- SEE COUNSEL FRIDAY
- NOT DISCLOSEABLE - DISCLOSE MAY CHANGE LAW

- Deduction for cost of acquisition of an asset

- shares
- property
- plant & machinery.
- acquisition of 3rd party

COSTS  
A - PURCHASE OR LEASE  
B - LEAD NOTE  
- RETURN COMMISSION  
- TERM.

A - EXISTING  
- CONTRACT WITH 3RD PARTY  
- INSTRUCT TO DELIVER TO B  
B - UK COMPANY  
- FIXED RATES

C - LEAD NOTE

- 5320 CCA 2009